

Results by Standard

Legend (%)		
0-50%	51-75%	76-100%

Assessment: Idaho Agribusiness Number tested: 63	% Correct 16-17	% Correct 17-18	% Correct 18-19
2) CONTENT STANDARD 2.0: EXPLORE AGRICULTURE ECONOMIC PRINCIPLES	63.27%	59.82%	58.73%
1) PERFORMANCE STANDARD 2.1: BASIC ECONOMIC FACTORS THAT AFFECT AGRICULTURE BUSINESS MANAGEMENT DECISIONS	53.73%	53.47%	58.33%
2.1.1 Apply the law of supply and demand and evaluate its effect on price determination.	59.80%	63.27%	53.65%
2.1.4 Analyze factors that influence price cycles.	49.67%	46.94%	49.21%
2) PERFORMANCE STANDARD 2.2: BASIC ECONOMIC PRINCIPLES AS THEY RELATE TO AGRICULTURE BUSINESSES AND AGRICULTURE	72.55%	77.55%	56.61%
2.2.3. Differentiate between diversification and specialization.	72.55%	77.55%	71.43%
3) PERFORMANCE STANDARD 2.3: ECONOMIC DECISION-MAKING TOOLS TO INCREASE PROFITABILITY	67.54%	61.22%	71.43%
2.3.1. Distinguish between fixed and variable cost.	39.22%	34.69%	59.37%
2.3.2. Summarize break-even costs.	84.31%	76.53%	30.16%
2.3.3. Distinguish between marginal cost and marginal revenue.	92.16%	87.76%	77.78%
2.3.4. Describe the four factors of production affecting agricultural production and agribusiness management decisions (land, labor, capital, and management).	60.78%	73.47%	80.16%
2.3.5. Determine the profit maximizing level of production.	45.10%	44.90%	69.84%
2.3.6 Describe the law of diminishing returns and how it relates to costs, production, and return on investments.	64.71%	42.86%	43.65%
3) CONTENT STANDARD 3.0: EXPLORE BUSINESS PLANNING AND ENTREPRENEURSHIP	45.88%	43.67%	45.24%
1) PERFORMANCE STANDARD 3.1: EXPLORE ENTREPRENEURSHIP OPPORTUNITIES	47.71%	40.82%	47.30%
3.1.5. Compare and contrast the different types of ownership structures, including sole proprietorship, partnership, limited liability company, and corporation.	47.71%	40.82%	43.92%
2) PERFORMANCE STANDARD 3.2.: DESIGN A BUSINESS PLAN	43.14%	47.96%	43.92%
3.2.2 Develop a plan including time investment, financial investment and capital investment needs.	64.71%	55.10%	52.38%
3.2.3. Evaluate financial feasibility of a business plan.	21.57%	40.82%	73.02%

Assessment: Idaho Agribusiness	% Correct 16-	% Correct 17-	% Correct 18-
Number tested: 63	17	18	19
4) CONTENT STANDARD 4.0: EXPLORE AGRICULTURE BUSINESS FINANCIAL CONCEPTS AND RECORD KEEPING SYSTEMS	53.87%	49.06%	31.75%
1) PERFORMANCE STANDARD 4.1.: ACCOUNTING FUNDAMENTALS FOR FISCAL MANAGEMENT	48.74%	44.64%	49.07%
4.1.1. Compare cash and accrual basis accounting systems.	30.39%	28.57%	44.44%
4.1.4. Determine fixed and variable costs for an agricultural enterprise.	54.41%	47.45%	30.16%
4.1.5. Identify and apply financial ratios, including solvency, liquidity, and profitability.	62.75%	55.10%	53.17%
2) PERFORMANCE STANDARD 4.2: ANALYZE FINANCIAL STATEMENTS	61.90%	55.56%	41.27%
4.2.1. Differentiate between balance sheets, income statements, and cash flow statements.	45.10%	48.98%	56.61%
4.2.2. Create a balance sheet for an agriculture enterprise.	76.47%	55.78%	41.27%
4.2.3. Create an income statement for an agriculture enterprise.	51.96%	53.06%	62.43%
4.2.4. Create a cash flow statement for an agriculture enterprise.	86.27%	64.29%	51.59%
3) PERFORMANCE STANDARD 4.3: AGRICULTURAL BUDGETS	50.98%	45.77%	68.25%
4.3.1. Explain the basic principles of budgeting.	46.08%	34.69%	44.67%
4.3.2. Contrast the uses of enterprise, partial, and whole farm budgets.	53.92%	56.12%	36.51%
4.3.3. Evaluate business performance in relation to budget projection.	37.25%	38.78%	53.17%
4.3.4. Create and analyze a partial budget.	59.80%	50.00%	36.51%
5) CONTENT STANDARD 5.0: CREDIT, LAW, AND RISK MANAGEMENT IN AGRICULTURE BUSINESS	48.84%	51.87%	48.41%
1) PERFORMANCE STANDARD 5.1: METHODS OF FINANCIAL RISK MANAGEMENT	43.36%	47.14%	49.21%
5.1.2. Explain the time value of money (Present & Future value).	36.27%	32.65%	44.44%
5.1.3. Differentiate between operating and long-term loans.	---	53.06%	32.54%
5.1.4. Discuss factors that affect the cost of credit.	49.02%	65.31%	53.97%
5.1.5. Calculate interest expense for amortized and equal principle loans.	33.33%	38.78%	57.94%
5.1.6. Investigate the use of collateral in securing credit.	70.59%	63.27%	34.92%
5.1.11. Compare and contrast leasing and purchasing equipment.	22.55%	28.57%	65.87%
2) PERFORMANCE STANDARD 5.2: MARKETING IN RISK MANAGEMENT	73.53%	75.51%	21.43%
5.2.4. Discuss how forward contracting can reduce risk.	73.53%	75.51%	73.02%
6) CONTENT STANDARD 6.0: LAWS RELATED TO AGRICULTURE AND LAND OWNERS	50.49%	57.79%	73.02%
1) PERFORMANCE STANDARD 6.1: AGRICULTURAL CONTRACT LAW	54.66%	64.29%	54.69%
6.1.2. List the four elements necessary for a contract.	51.96%	60.71%	63.89%
6.1.4. Identify the situations in which farmers risk nonpayment for their farm commodities.	56.86%	66.33%	63.10%
6.1.6. Discuss the risk that farmers face when forward contracting if the buyer declares bankruptcy.	57.84%	69.39%	58.73%
2) PERFORMANCE STANDARD 6.2: PROPERTY OWNERSHIP, TRANSFER AND LEASING	38.78%	51.22%	70.63%
6.2.7. Define real property.	---	65.31%	44.76%

Assessment: Idaho Agribusiness Number tested: 63	% Correct 16-17	% Correct 17-18	% Correct 18-19
6.2.9. List and define the two types of real property estates.	39.22%	44.90%	61.90%
6.2.10. List the methods of acquiring real property ownership.	22.55%	31.63%	37.30%
6.2.12. List and define the two major types of deeds.	37.25%	56.12%	28.57%
6.2.17. List the reasons for appraising land and buildings.	62.75%	71.43%	46.03%
6.2.19. Describe various rights of ownership (Right-of-ways, zoning, mineral, water, conservation easements).	44.12%	55.10%	55.56%
3) PERFORMANCE STANDARD 6.3: COMMON AGRICULTURAL LAWS	74.51%	61.22%	53.17%
6.3.6. List and define the three types of employees and outline employer liabilities for the acts of each.	68.63%	22.45%	61.11%
6.3.7. List employer responsibilities to employees.	77.45%	65.31%	25.40%
13: 6.3.13. Discuss brand laws in Idaho.	----	78.57%	57.14%
7) CONTENT STANDARD 7.0: AGRICULTURE MARKETING AND SALES PLANS	38.24%	53.06%	80.95%
4) PERFORMANCE STANDARD 7.4: INVESTIGATE MARKETING STRATEGIES AND ACTION PLANS	38.24%	53.06%	46.83%
7.4.2. Describe the importance of the four Ps (product, price, place, promotion) in marketing.	27.45%	48.98%	46.83%
7.4.7. Calculate the financial return of a marketing plan.	49.02%	57.14%	41.27%
8) CONTENT STANDARD 8.0: AGRICULTURAL SALES	57.08%	49.89%	52.38%
1) PERFORMANCE STANDARD 8.1: TRAITS OF QUALITY SALESPEOPLE	56.21%	45.58%	56.44%
8.1.2. Identify personality traits of a good salesperson.	56.21%	45.58%	53.97%
2) PERFORMANCE STANDARD 8.2: CUSTOMER RELATIONS IN AGRICULTURAL SALES	57.52%	52.04%	53.97%
8.2.1 Discuss the importance of customer relations.	39.87%	38.10%	57.67%
8.2.2. Demonstrate good customer relations.	94.12%	83.67%	38.62%
8.2.4. Demonstrate appropriate methods for handling customer complaints.	65.69%	57.14%	95.24%
9) CONTENT STANDARD 9.0: CAREER OPPORTUNITIES IN THE AGRICULTURAL BUSINESS FIELD	59.48%	54.23%	67.46%
1) PERFORMANCE STANDARD 9.1: EMPLOYMENT FIELDS IN AGRICULTURAL BUSINESS	59.48%	54.23%	55.78%
9.1.1. List and describe the types of employment opportunities in agriculture business systems.	64.71%	46.94%	55.78%
9.1.2. List and describe the types of employment opportunities in agriculture marketing and sales.	54.90%	51.02%	50.00%
9.1.3. Explore education and training for agriculture careers in sales, marketing, and business management.	33.33%	35.71%	53.97%
9.1.4. Create an employment resume.	85.29%	81.63%	40.48%
11) CONTENT STANDARD 11.0: SUPERVISED AGRICULTURAL EXPERIENCE (SAE)	58.17%	63.95%	77.78%
1) PERFORMANCE STANDARD 11.1: MAINTAIN A SUPERVISED AGRICULTURAL EXPERIENCE	58.17%	63.95%	58.73%
11.1.1. Accurately maintain SAE record books.	58.17%	63.95%	58.73%